

# Colonial **Physical World**

PURCHASING CO-OP



Issue: 1Q16

## Colonial Annual Meeting - Register now!

May 17-18, 2016, Nashville, TN

The Colonial Purchasing Cooperative will hold its annual meeting in "Music City" this May 17-18 (Tues & Wed) at the Renaissance Hotel in Nashville.



Our conference will be co-located in the capital of country music with the annual conference of Music Business Association (MBA) (<http://www.musicbiz.org>), the trade group formerly known as NARM (National Association of Recording Merchandisers). This year's Colonial's meeting, like the one in 2015, will be focused on networking opportunities.

Among the activities we have planned are separate tours Tuesday morning of the Gibson Guitar Co. and United Record Pressing, the guitar and vinyl manufacturing plants, respectively.

In addition to our traditional golf event, this year held at the Gaylord Springs Golf Links (<http://www.gaylordsprings.com>), and evening networking dinner at the Tin Roof Off Broadway.

We'll also hear from MBA president James Donio on the future of physical media. Among MBA's mission is to advance the interests of all types of physical commerce (retail and wholesale), and foster initiatives designed to promote sales of all forms of physical product, regardless of where it is sold.

Colonial members are also welcome to attend MBA's own conference, also at the Renaissance Hotel, by paying a separate admission fee (<http://www.musicbiz.org>). Preliminary topics on the agenda include: opportunities in music DVD; issues around third-party fulfillment; keeping CDs in print and manufacturing on demand; expanding catalog offerings in vinyl; packaging; and Record Store Day.

Save The Date!  
June 14, 2016



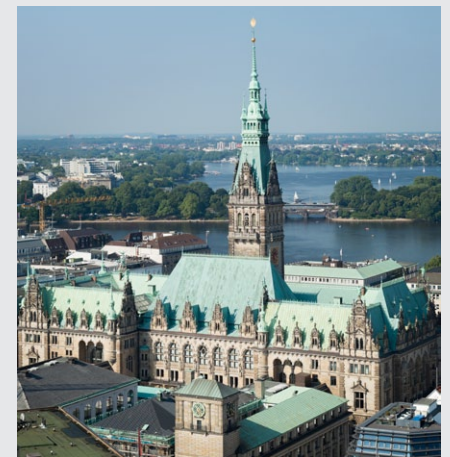
### MEDIA-TECH Europe in Hamburg

The MEDIA-TECH Association's European conference will take place on June 14, 2016 at the Mövenpick Hotel in Hamburg.

The event will feature packaged and digital media markets and will provide deep market information including a look at future business models. The event will discuss all aspects of optical disc to redefine the link between physical and digital media.

On June 13 at 7:30 pm (the MEDIA-Tech event starts the next morning), Colonial will host its European Member Meeting and Networking Dinner in Hamburg at Altes Mädchen | Braugasthaus.

<https://www.media-tech.net>



Platinum Sponsor



Silver Sponsors



Copper Sponsor





## YOU MAKE GREAT THINGS. TOGETHER, WE MAKE GREAT THINGS HAPPEN.

Shine up your cowboy boots! This year's annual meeting May 17-18 will be held in Nashville, Tenn., at the Renaissance Hotel. In keeping up with our tradition of eclectic yet synergistic locales, Colonial is convening on the Country Music capital of the world colloquially known as "Music City."

Besides our usual networking opportunities that bring us the best deals for consumables, we've co-located with Music Business, the trade organization (formerly known as NARM) now representing all sectors surrounding music's creation and sales. Colonial's presence completes the value chain of physical media.

**Registration is FREE for Colonial members!**

Registration Fee:

Colonial Members and Sponsors are welcome to register free of charge using **CP2016**

Non-members: \$295 USD

Registration Includes Entrance to Colonial Meeting, Gibson or United Record Pressing Tour\*, Cocktail Reception, Networking Dinner, and Farewell Dinner. (\* These Tours have limited capacity.)

**Register HERE [www.colonialpurchasing.com](http://www.colonialpurchasing.com)**

### Preliminary Agenda



#### 17 May – Tuesday

##### **AM Session**

Member Meeting – Renaissance Nashville Hotel Room 204

Invited Speakers

##### **PM Session**

Networking Lunch – Renaissance Nashville Hotel

Factory tours – Gibson or United Pressing Records

Cocktail reception – Tin Roof Broadway VIP Lounge

Networking Dinner – Tin Roof Broadway VIP Lounge

#### 18 May – Wednesday

##### **AM Session**

Golf Outing – Gaylord Springs Golf Club

##### **PM Session**

Farewell Dinner – TBA



### Venue / Hotel



#### Renaissance Nashville Hotel

611 Commerce St, Nashville, TN 37203  
Tel: +1 (615) 255-8400

Click or copy this link to your web browser to book your hotel <https://aws.passkey.com/event/14163338/owner/684/home>

*Please Note: Discount hotel rooms are available. All hotel reservations will be validated with either a Colonial or MusicBiz 2016 registration. Failure to register for these event will result in cancellation of your hotel reservation.*

### Sponsorship Opportunities

#### Where else can you meet all of your optical disc customers in one place?

##### Why Sponsor Colonial Purchasing Co-Op

Here's a rare opportunity to reach one-on-one media manufacturers whose businesses are dependent upon what you sell.

Imagine what it would cost in travel expenses to meet more than 30 geographically dispersed replicators and duplicators who are there expressly to talk business.

Strengthen your presence within media manufacturing circles by becoming a Colonial Purchasing sponsor

##### Sponsorship Benefits

Colonial Purchasing offers various levels of annual sponsorships (see next page) to fit your marketing budget at our annual meeting in Nashville this May 17-18, and other local and regional events planned throughout the year.

### Networking Dinner



17 May 2016  
Cocktail Reception at 6:30pm  
Dinner at 7:30pm  
Venue: Tin Roof Nashville

Join us for an evening of fun, music, food, camaraderie and networking. It's a great opportunity to spend an evening with your colleagues.

Cost: Free with Colonial Event Registration

Sponsors:



### Golf Outing at Gaylord Springs Golf Links



Date: 18 May 2016  
Time / Start Method: 8:30 AM  
Shotgun Start  
Cost: \$75 per player –  
Rental Clubs are available for players who may require them at a fee of \$55.00 per set.

Located 10 minutes from Nashville International Airport and 5 minutes from Gaylord Opryland Resort, Gaylord Springs Golf Links has consistently been recognized among GolfWeek's best courses you can play in Tennessee.

Carved from the banks of the meandering Cumberland River, our Scottish links-style, par-72 layout offers 18 holes bordered by limestone bluffs and wetlands.

No matter your skill level, you'll be inspired by the beauty that surrounds you.

Sponsors:



# Member News

## SABIC Moving to New Supply Chain System in Q2

SABIC is moving to a best-in-class, global enterprise resource planning system to better serve customers.

This system is designed to automate sales and purchasing processes, reduce complexity, and provide faster and more accurate communications.

Our target go-live date for North and South America is March 31, 2016, but is subject to change if necessary, to ensure a quality implementation. "Before that time, we want to share a few enhancements that involve our customers," explains Michael Gilbert, SABIC senior director, Americas commercial.

The changes include adopting the global standard unit of measure (moving from pounds (lbs.) to kilograms (KGs) for all material measurements. The new system also involves:

- Material weights will be invoiced, measured, reported, and shipped in kilograms.
- Pricing will not change but will be based on KGs (conversion factor 1 kg = 2.2046 lbs.)
- Order quantities will automatically round up to the next container size (e.g. a bag order for 26 KG will round to 50 KG if the bag is sold in 25 KG increments). We appreciate our customers' willingness to submit orders in KGs. SABIC Customer Service will make every effort to catch orders not submitted in KGs through email, fax, and phone and convert them for your convenience. New web portal for ordering products and viewing information
- New user IDs will be issued for web access
- Online capability for customers to enter orders and track issues
- Customer training sessions will occur before implementation. One, standard label that is all-inclusive
- The label will include material number, unique serial number, handling unit, weight in KG, the batch (lot) number, country of origin, and other information.

### Customer Part Number(s)

- In the new SABIC platform, the part number embeds both the product and packaging. "If you purchase our material in more than one container, we will need a unique part number for each," Gilbert explains, citing as an example that the current method is for the customer to use part number PC141112 when ordering product 141-112 in Bags and 141-112 in Boxes.

In the future, customers will need to use two unique part numbers, one to identify need for Bag and one for Box. Suggested Future Part Numbering: PC141112bag and PC141112box or PC141112 and PC141112A.

"We are committed to communicating throughout the transition so that you can prepare and understand how to work with SABIC in the new system," Gilbert says, urging the sharing of this information with appropriate individuals at your company. If you have questions, please contact your SABIC account manager or customer service department at 1-800-752-7842.

## Get In Your PC Orders Before March 21

Coinciding with SABIC's new ERP system, it behooves Colonial members who buy their polycarbonate from the company to get in their orders before March 21st.

The price for the first quarter of 2016 is already negotiated and a supply secured but there will not be any SABIC PC material shipments after March 22 until sometime between April 5 and April 8.

To make sure you don't get shorthanded, we advise Colonial members to build inventories during this blackout period to ensure an adequate supply meets current and future needs.

Colonial will also be negotiating with our PC vendors in early March a 2Q16 in order to avoid any material disruptions.

## CDA's New Magazine Flash

Colonial member CDA Germany has published a new magazine called Drive, which is available to be downloaded [HERE](#).

Learn about CDA's innovations and interesting future plans. Featured in the issue are articles about CDA's invention of the world's first 4K USB flash drive, and the company reports from the Flash Memory Summit and the International Auto Exhibition.



## Industry Alert

According to the IEA and HIS early 2016 crude oil prices for WTI and Brent fell below \$30/bbl for the first time since 2003, having halved in just a few months. In a departure from the past four decades, producers are producing and selling what they can - and letting the market set the price. Low prices are a major short-term benefit to consumers and will provide a boost to demand growth. But if low prices persist, investments in new supply are cut back - as has been demonstrated recently by a succession of announcements from major companies. Unless the heavily over-supplied oil market can return to balance and high levels of stocks start to diminish, oil prices cannot rise to the levels necessary to support investments in the higher cost resources that must be developed to meet rising oil demand. The result could be a sharp rise in oil prices that risks curtailing economic growth.

Full details of this information is published as report, which costs €80 for a pdf copy, at:

[http://www.iea.org/bookshop/718-Medium-Term\\_Oil\\_Market\\_Report\\_2016](http://www.iea.org/bookshop/718-Medium-Term_Oil_Market_Report_2016)



# Member News

## Blue Media Supply diversifies into 3D Printing

As the demand for media manufacturing, we've all considered other business sectors that might be on the upswing.

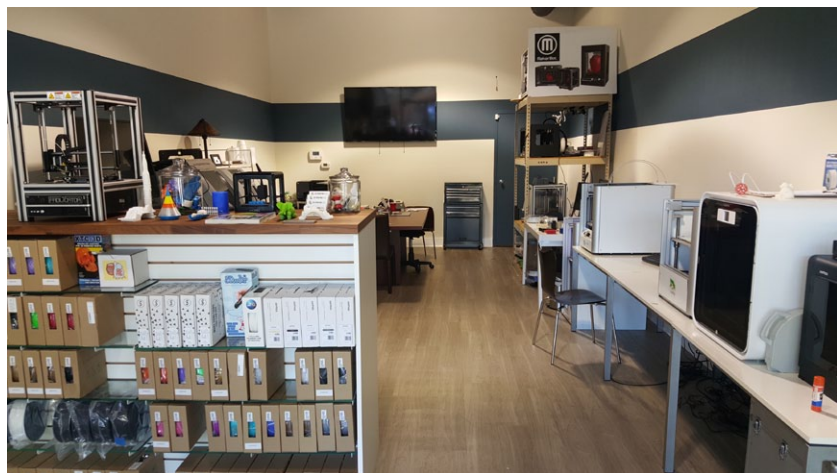
As example of a Colonial member making such a diversification pursuit is Josh Stover, founder of Blue Media Supply. About two years ago, he launched 3D Blue Media, initially as a side project to stock and sell filaments and 3D Printers.

As demand and interest in the field grew, 3D Blue Media began servicing the machines as well as using them for 3D printing as a service. About a year ago he opened a retail service bureau in Atlanta, 3D Printing Tech. Asked how many such retail establishments exist throughout the U.S., Stover said the number could be counted on his fingers (and maybe toes).

3D Printing Tech conducts 3D modeling and reverse engineers products that need to be created.

"We can make one to 500 pieces, or more if needed," Stover said, adding that recent orders have included such items as cellphone cases to beverage holders to a special rack for a European

telcommunications company. The shop has also made parts for classic cars, aided inventors in product launches, and helped companies solve problems, all with 3D modeling and 3D printing.



## Lenco acquired by Commercial Plastics

For the past 15 years, Lenco has been a part of the PMC Group, a global leader in the chemical and stabilizer industry.

As PMC Group continues to grow within its industry, it became apparent that Lenco; an injection molding manufacturer would best be suited to be partnered with other injection molding facilities. On October 1, 2015, Lenco became part of the Commercial Plastics family. Commercial Plastics has been in business since 1940 with two facilities located in Mundelein, Ill. and Kenosha, Wisc.

Commercial Plastics is a leader in injection molded parts that enable Lenco to integrate many operations, such as insert loading, assembly, decorating, quality testing, and handling for shipping. Its presses are equipped with gas-assist, which will improve dimensional stability, reduce part weight,



improve surface finish, and assist large-part production, functional integration, and low-pressure processing. From rapid prototyping to production tooling, the company is capable of making anything from a few prototypes to market-introduction quantities to full-scale production volumes.

Some of its key customers are Weber Grill, Life Fitness, Boeing, GE Aircraft and medical basins for the medical industry. Production will remain in Waverly, Neb.,

with no changes expected in personnel or product lines.

"Since we are all looking for innovative business ideas for the future we will be able to accommodate new concepts or different products for your business needs," says Scott Donalds. "This is a very good situation for Lenco and our customers. We are currently developing new products and adding production for the media packaging industry. If you have any questions please don't hesitate to call me at 908-790-1270.

My new email address is [sdonalds@commercialplasticsne.com](mailto:sdonalds@commercialplasticsne.com). We look forward to continuing our sponsorship for Colonial Purchasing Group and appreciate your support."

# Member News

## Disc Makers Celebrates 70 Years of Pioneering the DIY Music Revolution

CD and DVD manufacturing company Disc Makers turns 70 this year and is widely recognized as the No. 1 manufacturer for independent artists, filmmakers, and businesses.



**70 YEARS** of EMPOWERING *artists*

To celebrate, Pennsauken, NJ-based Disc Makers will be hosting monthly events, giveaways, and offers, starting with the Axe to the Max Sweepstakes, featuring a Gibson Custom Shop Flying V guitar prize package.

The company started out in 1946, as a small factory Philadelphia entrepreneur and record label owner Ivin Ballen built to press up 78 rpm shellac records for his small indie label. As formats started to evolve – from 78s to 45s to LPs – Ballen added “modern” record pressing equipment, and built his business to start serving other record labels in the northeastern U.S. His son Morris (Colonial’s co-founder) joined the business after college, and eventually took over ownership of the plant.

During the early 80’s, recording technology allowed artists to record their own albums, no longer beholden to record labels. And so the concept of the modern era of Disc Makers was born, and the company evolved with tremendous growth in optical discs.

Responding to music getting distributed digitally, Disc Makers in 2008 acquired CD Baby, the largest independent digital music distributor in the country. Interestingly enough, with all the growth in downloads and streaming, Disc Makers continues to release more titles on CD every year, although most orders today are for 100 pieces.

## Classified / For Sale

### Available:

**Great Lakes Media in Mequon, Wisc., and Spinergy Media in Rochester, NY, both have extensive lists of machines, inventory, consumables and spare parts available for sale. If you would like to receive a list of items, or discuss any potential needs, please contact the following individuals:**

### Contact:

Great Lakes Media:

**Jim Monday** jmonday@glmt.com or

**Chris Kapitanski** ckapitanski@glmt.com

(262-404-1282), and

Spinergy Media:

**Jeff Mosca** jeff.mosca@spinergymedia.com or

**Eric Houck** eric.houck@spinergymedia.com

(585-362-8102)

### Available:

**Brian M. Axtman**, President & CEO

ProdigyOne, a division of BMA Technology, Inc.

Tel: 262-404-1282

Fax: 262-512-0184

Mequon, WI myprodigyone.com

Twitter: @BrianAxtman

### Materials Wanted:

**Black 14mm ECO1 cases (with cut outs)**

**Black 14mm ECO2 cases or equivalent (no cut outs)**

**BluRay 12.5mm 3 disc multipak case.**

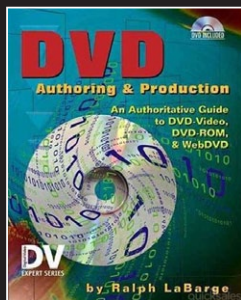
### Contact:

**Maureen Gray**, C.P.M, CPSM

Technicolor

Maureen.Gray@technicolor.com

+1 (805) 445-4306



## Tribute: DVD Pioneer Ralph LaBarge

Dear Physical World,

I am sorry to read in the last issue your tribute to Bruce Nazarian. I remember sharing time with him.

I just wanted to point out that another DVD guru not to be forgotten is Ralph LaBarge, who died on August 20, 2014.

Ralph and Bruce were both brilliant men, also grounded and approachable.

They helped lead the way for innovative DVD disc authoring to maximize potential of the disc and content.

They will be missed. RIP.

Best regards,

Ian Moss

www.newcenturymediausa.com

Memorial donations in Ralph’s name may be made to: The Ulman Cancer Fund for Young Adults

# Let's Get Physical

By Larry Jaffee

A supergroup might be jamming in the afterlife

It's been a rough five weeks for Baby Boomers who grew up with rock music since the late 1960s. A flurry of unexpected deaths – David Bowie, The Eagles' Glenn Frey, Motorhead's Lemmy, Mott the Hoople drummer Buffin, Jefferson Airplane's founder Paul Kantner and original lead singer Signe Anderson (those two on the same day!) – have jolted our collective consciousness.



You almost dread to peruse Facebook to find out, who today?

Music is a touchstone for our generation, and unfortunately many of us often want to hear favorite albums of yesteryear when the musicians responsible have passed, not while they're still alive. What's that about? The royalties aren't going to help much at that point, well maybe their heirs or estate.

In any case, good luck finding a CD of *Ziggy Stardust*, *Hotel California* or *Volunteers* to buy at retail these days.

The exception was days following Bowie's passing on Jan. 10 I found at a Manhattan Best Buy about two dozen CDs of his just released swan song, *Blackstar*, and it was the only album of his deep catalog that was in stock. It must have been a rush order, and one assumes DADC must have been cranking them out upon learning the news.

Of course, I had bought *Blackstar* on vinyl, which cost three times the price of the CD on his birthday, two days before he died. The LP, by the way, sold out its first pressing, and it's on back order. In any case, *Blackstar* was Bowie's first No. 1 album on the Billboard charts and *Best of Bowie* hit No. 4; it finally dislodged Adele, who, with perhaps Taylor Swift, represents the platinum record business that we used to know. Three other Bowie albums also made the Top 200.

A week after Bowie's death, I also attended a tribute concert featuring his longtime producer Tony Visconti and Ziggy drummer Mick Woodmansey, which had been touring that act known as Holy Holy with other musicians for about two years already, with Bowie's blessing.

And it was nice to find Holy Holy's double CD of a London concert that you can't buy anywhere else at the merchandise table. My friend Gaetana commented, "You always buy a souvenir when we go to a concert."

She's right, physical media is in my blood, and it might be a good time to visit my physician for a checkup.

## Suggested Listening/Reading:

**The Positive Impact of Physical Media | (NPR radio show)**

<http://www.scpr.org/programs/airtalk/2015/12/09/45518/the-positive-impact-of-vinyl-records-and-physical/>

**David Bowie album designer reveals Blackstar cover thinking | Dezeen**

<http://www.dezeen.com/2016/01/20/david-bowie-blackstar-album-cover-designer-jonathan-barnbrook-facing-his-own-mortality/>

**The reasons behind vinyl's unlikely comeback | The Conversation**

<http://theconversation.com/back-on-record-the-reasons-behind-vinyls-unlikely-comeback-39964>

**Old music is outselling new music for the first time in history | Chart Attack**

<http://www.chartattack.com/news/2016/01/20/old-music-is-outselling-new-music-for-the-first-time-in-history/>

**17 Altered Album Covers | Classic Rock**

<http://ultimateclassicrock.com/altered-album-covers/>

**In Defense of the CD | Rolling Stone**

<http://www.rollingstone.com/music/features/in-defense-of-the-cd-20160204>

**Our Misplaced Nostalgia for Cassette Tapes | New York Times**

[http://www.nytimes.com/2015/12/24/opinion/our-misplaced-nostalgia-for-cassette-tapes.html?\\_r=0](http://www.nytimes.com/2015/12/24/opinion/our-misplaced-nostalgia-for-cassette-tapes.html?_r=0)

**Rise in Popularity of Music Cassette Tapes | blogpost**

<http://hubpages.com/entertainment/Do-Not-Throw-That-Box-Out-The-Unlikely-Revival-Of-The-Once-Shunned-Analog-Cassette-Tape>

## Colonial Purchasing Co-op Contact Info

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Web: [www.colonialpurchasing.com](http://www.colonialpurchasing.com)



# MUSIC BIZ 2016

★ MUSIC CITY ★  
RENAISSANCE NASHVILLE  
★ MAY 16-18 ★

## Music Biz Welcomes Colonial Purchasing Members To Music Biz 2016

**Our conference agenda is packed with the special interest town halls and meet ups, discussions on the most current trends, analysis today's music consumer and business models, and networking opportunities that will take your businesses and careers to the next level in 2016.**



### Back by popular demand...

- Metadata Summit
- Music Startup Academy
- Artists, Management & Touring Town Hall
- Songwriters & Publishers Town Hall
- Record Store Day Town Hall
- Music Educators Meetup
- Entertainment & Technology Law Conference

### New this year...

- Find Your Voice: Music's Leading Ladies Speak Out
- Direct-To-Fan Forum

### Plus ...

Breakout sessions with topics including social media and video monetization; the hi-res music market; catalogue in the digital age; new data; production music; virtual reality, and more.

## Day Passes As Low As \$129

Contact Pat Daly at 609.458.7291  
or [pat.daly@musicbiz.org](mailto:pat.daly@musicbiz.org)  
for more details.

musicbiz2016.com